

Message Text

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INFO OCT-01 ISO-00 AF-08 EB-07 MC-02 SSO-00 NSCE-00 USIE-00

INRE-00 CIAE-00 DODE-00 PM-04 H-02 INR-07 L-03

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SAM-01 /072 R

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FM SECSTATE WASHDC
TO AMEMBASSY LISBON IMMEDIATE

C O N F I D E N T I A L STATE 188314

E.O. 11652: XGDS-4

TAGS: MILI, MASS, MAZ, PO

SUBJECT:PAF REQUEST FOR USG ADVICE

REF: (A) LISBON 4970 (B) LISBON 5080

1. RE PARA L(A) REF. B: LOCKHEED SALES DIRECTOR JAMES
CERTICH INTENDS ARRIVE LISBON AUG. 4 FOR DISCUSSIONS RE
SALE OF C-130 TO PAF. HE WILL BE STAYING AT SHERATON HOTEL
AND WILL CONTACT EMBASSY ON ARRIVAL. CERTICH ASSURED
DEP-OFF LOCKHEED WOULD NOT CHANGE TERMS OF OFFER BEFORE
LISBON DISCUSSIONS ARE COMPLETED. HE SAID HE WOULD
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ALSO DO WHAT HE COULD TO ASSURE A FORMAL EXTENSION OF DEAD-

LINE BEYOND JULY 31, BUT CAUTIONED THAT PAF SHOULD NOT EXPECT DECISION ON THEIR PART CAN BE DELAYED INDEFINITELY.

FYI: LOCKHEED IS FULLY AWARE THAT PAF IS DELAYING DECISION PENDING ASSURANCES THAT THREE C-130 AIRCRAFT IN FORCE MODERNIZATION PACKAGE WILL BE DELIVERED. ALTHOUGH WE ARE PRESENTLY HOPEFUL OMB WILL AGREE TO REQUEST CONGRESSIONAL APPROVAL OF SUPPLEMENTAL APPROPRIATION, IT IS IMPOSSIBLE TO PREDICT WHEN FINAL APPROVAL MIGHT OCCUR. IT IS LIKELY THAT FINAL ACTION WILL BE DELAYED UNTIL AFTER NEW CONGRESS IS IN PLACE. LOCKHEED IS SYMPATHETIC AND ANXIOUS TO COOPERATE WITH PAF, BUT IT IS UNLIKELY TO AGREE TO SO

LONG AN EXTENSION OF PRESENT OFFER. PAF SHOULD BE ENCOURAGED TO REACH DECISION ON PURCHASE IN REALIZATION THAT THE C-130 PROGRAM IS SOUND AND THAT GOP WILL HAVE TO PUT SUBSTANTIAL RESOURCES OF ITS OWN INTO MODERNIZATION AND INTO C-130 PROGRAM IN ANY CASE, EVEN IF U.S. CONTRIBUTION OF THREE C-130S EVENTUALLY GOES THROUGH. END FYI.

2. AS FOR PAF SALE OF NORD-ATLAS AIRCRAFT AND ALOUETTE HELICOPTERS TO MOZAMBIQUE FIRM SCOPE, DEPARTMENT IS STILL CONSIDERING THE RESPONSE IT WOULD WANT YOU TO GIVE TO THE GOP. KISSINGER

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